

Industry Profile



42 Wholesale Trade

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing. The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesale Trade comprises only 3.8 percent of all state employment. It is a well-paying industry, as its average monthly wage of \$3,484 is 41 percent higher than the statewide average for all industries.

2001	Employment	Wage*
Total	41,157	\$3,484
Merchant Wholesalers, durable goods	20,903	\$3,453
Motor Vehicle and Parts	2,653	\$2,417
Furniture and Furnishings	332	\$2,794
Lumber and Construction Supply	1,671	\$3,103
Commercial Equipment	4,219	\$4,772
Metal and Mineral Merchant	1,101	\$3,178
Electric Goods	1,884	\$3,902
Hardware and Plumbing	1,509	\$3,388
Machinery and Supply	5,278	\$3,302
Miscellaneous Durable Goods	2,258	\$2,718
Merchant Wholesalers, nondurable goods	12,718	\$2,983
Paper and Paper Products	1,171	\$2,992
Druggists' Goods	1,978	\$3,949
Apparel and Piece Goods	279	\$2,542
Grocery and Related Products	5,060	\$2,919
Farm Product Raw Materials	257	\$1,203
Chemicals	760	\$3,828
Petroleum Products	566	\$3,097
Alcoholic Beverages	555	\$2,986
Miscellaneous Nondurable Goods	2,092	\$2,156
Electronic Markets and Agents and Brokers	7,536	\$4,415

* Average monthly wage

Largest Employers

Associated Food Stores
Nu Skin International
Intel Corporation
Sysco Intermountain Food
Nu Skin United States
Nicholas & Company
Fleming Companies
Freightliner of Utah
International Paper
Brashers Auto Auctions
Utah Auto Auction
Xerox Corporation
Ikon Office Solutions
Alliant Foodservice
IBM
Wencor West
Great Pacific News Group
Balkamp Inc.



North American
Industry
Classification
System

Wholesale Trade

industry history

Year	Employment	Avg. Wage+	% of Utah Avg. Wage	# of Firms	Payrolls	Emp.% of State Total	Payroll % of State Total
2001	41,157	\$3,484	141.0	5,219	\$1,720.6 M	3.8	5.4
2001*	41,087	\$3,547	145.8	5,100	\$437.2 M	3.8	5.6
2002*	39,979	\$3,571	143.6	5,225	\$428.2 M	3.7	5.4

* First Quarter Data + Average Monthly Wage

county Profiles

County	Wholesale Trade Employment**	% of State W.T. Emp.	W.T. % of County Total Emp.	Largest Wholesale Trade Employer
Salt Lake	28,773	69.9	5.3	Associated Food Stores
Utah	4,175	10.1	2.7	Nu Skin International
Davis	2,538	6.2	2.9	Utah Auto Auction
Weber	1,970	4.8	2.3	Larsen Beverage
Washington	649	1.6	1.8	Quality Park Products
Cache	644	1.6	1.5	Intermountain Farmers
Box Elder	401	1.0	2.3	Golden Empire
Uintah	343	0.8	3.5	Coca Cola Bottling
Iron	255	0.6	1.8	Cedar Livestock Market
Morgan	149	0.4	9.1	Browning

** First Quarter 2002

*Equal Opportunity Employer/Program
Auxiliary aids and services are available upon request to individuals
with disabilities. Call (801) 526-9240. Individuals with speech
and/or hearing impairments may call the state relay at 1-800-346-4128.*

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Utah Department of Workforce Services
Economic and Data Collection and Analysis Unit
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